

Message Text

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PAGE 01 MOSCOW 06990 070951Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
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P 070944Z APR 78
FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 0113
AMEMBASSY VIENNA

UNCLAS MOSCOW 06990

USDOC FOR BEWT/TPD/BELL

VIENNA FOR VONTILLIUS

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: NAUKA '78

REF: (A)USDOC 6083, (B)MOSCOW 5994, (C)MOSCOW 5992

1. USCO COGNIZANT OF SITUATIONS WHICH HAVE OCCURRED IN PAST IN CONNECTION WITH LARGE INTERNATIONAL EXHIBITION IN USSR. WE HAVE ALSO REPEATEDLY EXPLAINED OUR RECRUITING SYSTEM TO SOVIET CHAMBER.
 2. WE POINT OUT, HOWEVER, THAT "NAUKA '78" IS A SMALL, SPECIALIZED INTERNATIONAL EXHIBIT ORGANIZED UNDER A DIFFERENT SECTION OF EXPOTSENTER THAN ARE LARGE, INTERNATIONAL FAIRS (HELD EACH SPRING AND FALL). OVERALL SPACE FOR WHICH WE ARE NOW COMPETING FOR, THEREFORE, IS MUCH SMALLER AND COMPARATIVELY IN HIGHER DEMAND THAN THAT FOR INTERNATIONAL FAIR SUCH AS "SELKHOZ '78" IN AUGUST. BEWT/TPD NOTES THAT THERE IS NO PROBLEM WITH SELKHOZ AND OUR PAVILION SPACE HAS ALREADY BEEN CONFIRMED WITHOUT MANDATORY CATALOGUES.
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BUT IT IS FALLACIOUS IN THIS CASE TO COMPARE EASE OF SPACE ALLOCATION" FOR "SELKHOZ '78" WITH DIFFICULTIES WE ARE EXPERIENCING WITH "NAUKA '78."

3. WE EMPHASIZE THIS IN ORDER THAT BEWT/TPD NOT TAKE LIGHTLY REFTEL C AND ASSUME THAT SINCE WE GOT BY FOR EARLIER, LARGER SHOWS THAT WE WILL NECESSARILY GET BY

FOR "NAUKA '78" WITHOUT STRICTLY ADHERING TO CHAMBER'S CONDITIONS OF PARTICIPATION. TONE OF MEETING REPORTED IN REFTEL C WAS EXTREMELY "HARD-LINE." WE THEREFORE FEEL WE MUST COMPLY WITH CHAMBER'S WISHES AND PROVIDE PARTICIPANTS' OR PROSPECTIVE PARTICIPANTS' CATALOGUES TO THEM BY JUNE 1.

4. WE RECOGNIZE BEWT/TPD'S EFFORTS AND APPRECIATE THE SITUATION WITH RESPECT TO TRYING TO GET PARTICIPANTS TO ACT ON REQUEST. IF TPD WOULD FIND IT USEFUL, WE CAN TELEX LAGGARD PARTICIPANTS AND APPRISE THEM OF SITUATION AND REINFORCE TPD'S REQUEST FOR EARLY CATALOGUE SUBMISSION. TOON

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